



County of Monterey

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Board Report

File #: A 17-284, Version: 1

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Renewal and Amendment No. 1 to the agreement with Corepoint Health, LLC for software product and support services, extending the agreement an additional three (3) years (March 5, 2017 through March 4, 2020) for a revised full agreement term of March 5, 2016 through March 4, 2020, and adding \$142,200 for a revised total agreement amount not to exceed \$225,600.

RECOMMENDATION:

It is recommended the Board of Supervisors:

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Renewal and Amendment No. 1 to the agreement with Corepoint Health, LLC for software product and support services, extending the agreement an additional three (3) years (March 5, 2017 through March 4, 2020) for a revised full agreement term of March 5, 2016 through March 4, 2020, and adding \$142,200 for a revised total agreement amount not to exceed \$225,600.

SUMMARY/DISCUSSION:

Corepoint Health LLC provides software that allows required interface connectivity between NMC's Electronic Medical Record (EMR), MEDITECH and third party systems such as Pyxis, PACS and others via the Corepoint interface engine. These interfaces are necessary to fully integrate data sharing with our Electronic Medical Record utilizing the specialized health care formatting language, Health level 7 (HL7) messages. The Corepoint interface engine additionally allows NMC to monitor and alert on interface transactions as well as modify HL7 messages to meet the specifications of other vendors utilized by NMC. This agreement shall be renewing the license and support for our current 70 connections. This agreement and Business Associate Agreement (BAA) was established to replace an outdated agreement and BAA from 2008 as stated in the first paragraphs of the agreement.

Natividad has been using the Corepoint software since 2008 (called NeoIntegrate at that time) and there have been several agreements and multiple amendments over the years. When up for renewal on March 3, 2016, NMC opted to start a new agreement that contained the most current, approved county terms and conditions. NMC is now requesting to extend maintenance and support and add interface connections to the Corepoint agreement for three additional years.

Please see Attachment A of this board report for history of current and past agreements with Corepoint/NeoIntegrate.

NMC is requesting an additional 15 connections each for the first and second year of the agreement. There will be a total of 30 new connections during the term of this agreement. Support fees have been incorporated into the total cost of the connections. This is consistent with new interfaces that are required for evolving needed functionality and regulatory demands currently as well as for the term of the agreement.

This Renewal and Amendment No. 1 has a retroactive date of March 5, 2017, due to a delay in getting the BAA negotiated and approved.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this renewal and amendment No. 1 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The amendment No. 1 has also been reviewed and approved by NMC's Finance Committee on January 26, 2017 and by its Board of Trustees on February 3, 2017.

FINANCING:

The cost for this renewal and amendment No. 1 is \$142,200, of which \$49,200 is included in the Fiscal Year 2016-17 Adopted Budget and \$51,000 is included in the Recommended Budget for FY17-18. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

- ☐ Economic Development
- ☐ Administration
- ☐ Health and Human Services
- ☒ Infrastructure

This agreement is for critical technology capabilities and functionality at NMC for the secure interfacing between different software systems. This serves to enhance and strengthen NMC's technological infrastructure, which fosters a sound, secure, and sustainable IT infrastructure.

- ☐ Public Safety

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Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Board Report Attachment A

Amendment No. 1 to Agreement with Corepoint Health

Original Agreement with Corepoint Health.

Corepoint Health Spend Sheet

Attachments on file with the Clerk of the Board